



FASS REAL ESTATE SELLER QUESTIONNAIRE

AS PROFESSIONALS IN THE REAL ESTATE INDUSTRY, IT IS IMPORTANT FOR US TO KNOW AS MUCH AS POSSIBLE ABOUT YOU, YOUR FAMILY, YOUR NEEDS AND WANTS. PLEASE FILL OUT THIS QUESTIONNAIRE IN AS MUCH DETAIL AS POSSIBLE IN ORDER FOR US TO ASSIST YOU IN SELLING YOUR HOME. THANK YOU!!!

INFORMATION

Seller Name: _____ Spouse: _____

Address: _____

Telephone: _____ Cell: _____

Fax: _____ Alt: _____

Email: _____

QUESTIONS

Are you moving out of the area? Yes No If so, where are you moving to? _____

Do you have any other properties you would like to sell? Yes No

When do you want to be in your new home/relocate? _____

Are you committed to another agent to help you? Yes No If so, who? _____

How long have you owned your home? _____

How much do you think your home is worth? _____ How much do you think it will sell for? _____

How did you come to that price? _____

What is your home's current mortgage balance(s) (if any)? _____

Has your home been on the market in the past year? Yes No

If yes, Is your home currently off the market? Yes No

Why do you think it didn't sell previously? _____

What type of home do you currently have (please describe)? _____

BR _____ BA _____ SQ.FT. _____ YEAR BLT _____

Have you done any remodeling or updating to the home since you purchased it? Yes No

If yes, what repairs/updates? _____

What is the current condition of your home? Excellent Good Fair Poor

Does the home need any repairs? _____

What was the primary reason(s) for purchasing this home? _____

What features have you enjoyed most about this home/neighborhood/community? (home) _____

(neighborhood) _____

(community) _____

What are your major concerns in selling your home? _____

Would you rather receive top dollar or have a faster sale? _____

When was the last time you sold a home? _____

What criteria have you set for hiring a Realtor? _____

What are your expectations of hiring a Realtor? _____

Are there specific services you are looking for from your Realtor? _____

Do you have any further questions? _____

Additional Notes/Requests: _____

